



BEFORE THE PUBLIC UTILITIES COMMISSION OF THE STATE OF CALIFORNIA

Application for Registration License

FILED

02/28/22

04:59 PM

A2202020

1 Application of

**Dagobah Systems Inc. which will do business in CA
as Dagobah Communication Systems, Inc.**

for Registration as an Interexchange Carrier
Telephone Corporation Pursuant to the
Provisions of Public Utilities Code Section 1013.

(Insert the full legal name of applicant in blank above;
see instruction 1)

Street address:

**651 N. Broad Street, Suite 206, Middletown, DE
19709**

Telephone: **(787) 333-9115** Fax No.: ()

E-Mail: **jake@telcloud.io**

**1.A. List all fictitious business names under which
applicant has done business in the last five years:**

Telcloud

2 Applicant is:
(Check only one; see
instruction 2.)

- | | |
|--|-------------------------------------|
| A corporation (attach good standing certificate) | <input checked="" type="checkbox"/> |
| A limited partnership (attach good standing certificate) | <input type="checkbox"/> |
| A limited partnership (attach good standing certificate) | <input type="checkbox"/> |
| A limited liability company (attach good standing certificate) | <input type="checkbox"/> |
| A general partnership | <input type="checkbox"/> |
| A sole proprietor | <input type="checkbox"/> |
| A trust | <input type="checkbox"/> |
| Other (describe) | <input type="checkbox"/> |

*Attach name, street address, and telephone number of applicant's
registered agent for service of process.*

*Attach list of the names, titles, and street addresses of all officers
and directors, general partners, trustees, members, or other
persons authorized to conduct the business of applicant at a
similar level.*

2/17/15

	<i>Attach resumes listing all employment for each officer and director.</i> <i>Attach list of all affiliated entities (see instruction 2)</i>	
3 Legal domicile of applicant is: (Check only one; see instruction 3.)	California <input type="checkbox"/> Other (identify): Delaware <input checked="" type="checkbox"/>	
4 Applicant will operate as: (Check only one; see instruction 4.)	Switchless reseller <input checked="" type="checkbox"/> Facilities-based carrier <input type="checkbox"/>	
5 Applicant will provide service: (Check only one; see instruction 5.)	Statewide <input checked="" type="checkbox"/> In specific portions only (attach description and map) <input type="checkbox"/>	
6 Applicant <u>expects to</u> begin offering service in California on:	Upon approval (date)	
7 Applicant will provide: voice and data telecommunications only (Check only one; see instruction 6.)	True <input checked="" type="checkbox"/> Not true <input type="checkbox"/>	
8 Neither applicant, any of its affiliates, officers, directors,	True <input checked="" type="checkbox"/> Not true <input type="checkbox"/>	
<p>partners, agents, or owners (directly or indirectly) of more than 10% of applicant, or anyone acting in a management capacity for applicant: (a) held one of these positions with a company that filed for bankruptcy; (b) been personally found liable, or held one of these positions with a company that has been found liable, for fraud, dishonesty, failure to disclose, or misrepresentations to consumers or others; (c) been convicted of a felony; (d) been (to his/her knowledge) the subject of a criminal referral by judge or public agency; (e) had a telecommunications license or operating authority denied, suspended, revoked, or limited in any jurisdiction; (f) personally entered into a settlement, or held one of these positions with a company that has entered into settlement of criminal or civil claims involving violations of sections 17000 et seq., 17200 et seq., or 17500 et seq. of the California Business & Professions Code, or of any other statute, regulation, or decisional law relating to fraud, dishonesty, failure to disclose, or misrepresentations to consumers or others; (g) been found to have violated any statute, law, or rule pertaining to public utilities or other regulated industries; or (h) entered into any settlement agreements or made any voluntary payments or agreed to any other type of monetary forfeitures in resolution of any action by any regulatory body, agency, or attorney general. (Check only one; see instruction 2.)</p> <p>If your answer to this question is anything other than an unqualified 'True', please attach documentation and describe any such bankruptcies, findings, judgments, convictions,</p>		

referrals, denials, suspensions, revocations, limitations, settlements, voluntary payments or any other type of monetary forfeitures.

9 To the best of applicant's knowledge,

True
Not true

☒
☐

neither applicant, any affiliate, officer, director, partner, nor owner of more than 10% of applicant, or any person acting in such capacity whether or not formally appointed, is being or has been investigated by the Federal Communications Commission or any law enforcement or regulatory agency for failure to comply with any law, rule or order. (Check only one; see instruction 2.)

If your answer to this question is anything other than an unqualified 'True,' please attach documentation and describe all such investigations, whether pending, settled voluntarily or resolved in another manner.

10 Applicant will obtain a continuous bond, issued

True (attach documentation)
Not true

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by a corporate surety company authorized to transact surety business in California, in the amount of \$25,000 that will be in effect during all periods of operation, and lists the California Public Utilities Commission as the obligee. Applicant will submit an Information-Only advice letter to the Director of the Communications Division containing a copy of the Applicant's executed bond within five business days after the effective date of the issuance of a registration license. (Check only one; see instruction 8.)

11 Applicant has a minimum of (a) \$25,000 in

True (attach documentation)
Not true

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the case of a switchless reseller OR (b) \$100,000 in the case of a facilities based applicant, in each case reasonably liquid and available to meet the firm's first-year expenses, including deposits required by local exchange carriers or interexchange carriers or (c) has profitable interstate operations to generate the required cash flow. (Check only one; see instruction 9.)

12 Applicant has the required expertise to

True
Not true

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operate as an interexchange carrier of the type indicated in the application.

13 Applicant is eligible for an exemption from

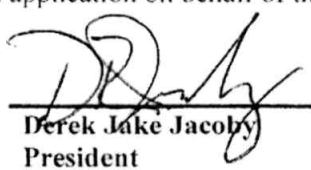
True
Not true

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tariffing requirements as set out in Commission Decision 98-08-031 and seeks such an exemption. (Check only one; see instruction 10.)

I hereby declare under penalty of perjury under the laws of the State of California that the forgoing information, and all attachments are true, correct, and complete to the best of my knowledge and belief after due inquiry, and that I am authorized to make this application on behalf of the applicant named above.

Signed:


Name **Derek Jake Jacoby**
Title **President**
Dated **10/01/2021**

Street
Address **651 N. Broad Street, Suite 206, Middletown, DE 19709**

Telephone **787-333-9115**
Fax **None**
E-mail **jake@telcloud.io**

Principal Place of Business (if different from address on page 1).

Street Address **Same as above**
City
State
Zip
Phone No.

Dagobah Systems Inc.

which will do business in CA as Dagobah Communication Systems, Inc.

Attachment A

Registered Agent

Registered Agent:

Corporation Service Company

2710 Gateway Oaks Dr # 150, Sacramento, CA 95833

info@cscglobal.com

Phone: 916-641-5100

Dagobah Systems Inc.

which will do business in CA as Dagobah Communication Systems, Inc.

Attachment B

Company Officers

Company Officers:

Derek Jake Jacoby, President

Address: 567 Rosecrans St., San Diego, CA 92106

Mobile: 415-622-7763

Dagobah Systems Inc.

which will do business in CA as Dagobah Communication Systems, Inc.

Attachment C

Resumes of Officers

DEREK "JAKE" JACOBY

567 Rosecrans St
San Diego, CA 92106
jakejacoby@mac.com
Mobile: 415-622-7763

[HTTPS://WWW.LINKEDIN.COM/IN/JAKEJACOBY](https://www.linkedin.com/in/jakejacoby)

Twenty-Eight Year Seasoned Technology Professional

Jake Jacoby is an early-stage entrepreneur and technology company business leader with a proven track record of building and scaling high-performance startups. Jake possesses a unique skill set of Business Vision, Leadership, Operations, and Technical Experience.

With more than 28 years of experience launching and leading companies, Jake has developed invaluable expertise in developing young companies and pushing them through execution and high growth.

Achievements:

Raised over \$50M for Early-Stage Companies

Experience developing e-Business solutions for noteworthy companies (eBay, Cisco, Monster, Xerox, Exxon, Unocal 76, Sunoco, Bell Atlantic, Del Monte)

Several Successful Exits (10x Revenue)

Credentials:

28+ years of Entrepreneurial Experience

International Experience (Hong Kong, China, Southeast Asia)

Successfully built and sold technology companies (10x Revenue Exit)

Business Executive and Sales Leader; sales coach, mentor, motivator, and enabler.

Proven track record driving triple-digit software sales revenue growth and scaling companies

Hands-on Field approach to sales leadership working side by side with my sales, services, marketing, and consulting teams to enable, empower and lead by example.

Revenue responsibilities; direct/enterprise sales, inside and channel sales, marketing, consulting services, alliances, and business development

Ideal Opportunities Include:

Early-Stage Technology Companies (Seed, Angel Funded, Venture Funded)

A gap in Key Role (CEO, COO, CTO, CRO)

Companies in need of a seasoned executive team at significant cost savings

Technology companies pre-revenue or pre-product launch

Please contact me to discuss emerging technology company ventures where my skills, experience, and vast network can be leveraged for mutual benefit.

PROFESSIONAL EXPERIENCE

MarketSpark
Founder & Chief Technology Officer

San Diego, CA
June 2017 – Present

POTSReplacement.com by MarketSpark is in the business of replacing old copper telephone lines specifically for Fire Panels, Elevators, Emergency lines, Point of Sale Terminals, and Fax lines for commercial buildings. We replace these analog copper lines with reliable cellular 4GLTE and 5G connections for a low monthly fee. Due to the discontinuation of these analog copper lines as well as the high monthly fees, our services typically save businesses a lot of money. MarketSpark specializes in companies with 100s of locations and 1000s of lines. For a more extensive overview of our services, please visit <https://potsreplacement.com/overview/>

DEREK "JAKE" JACOBY

SnapFunding
Founder / Investor

San Diego, CA
June 2017 – Present

SnapFunding provides short-term capital loans to small and mid-sized businesses nationwide. Our online application makes it fast and easy to apply for \$10,000 to \$1,000,000 in funding for your business. We approve most applications within 24 hours and can transfer funds to your bank account the same day. To qualify you'll need \$10,000+ per month in revenue, 4+ months in business, and 450+ credit score.

Youtily
CEO

San Diego, CA
September 2016 – June 2017

Comprehensive Marketing Services for Local Businesses.

NJSC Consulting
Principal Consultant

San Diego, CA
April 2016 – Present

Core competencies are as follows:

- CEO Services
- Leadership
- Recruiting
- Board of Advisors & Directors formation
- Vision & Strategy Coaching
- Product Strategy and Development
- Fundraising
- Mergers & Acquisitions

- COO Services
- Oversee and Manage Business Operations
- Physical Space/Office Management/Procurement
- Day-To-Day Operations

- CTO Services
- Deep Technical Experience (web, mobile, SaaS)
- Mission Critical Cloud Infrastructure & Scalability Experience
- Team Formation
- Develop, Motivate and Manage Development Teams

- CRO Services
- Business Executive and Sales Leader (sales coach, mentor, motivator and enabler)
- Assume Revenue Responsibilities (direct/enterprise sales, inside and channel sales, marketing, consulting services, alliances and business development)
- Partner Strategy & Enablement
- Business Development Efforts
- Deal Making and Negotiation
- Strategic Marketing
- Partner Channel Sales and Development / Systems Integrators
- Strategic Partnerships

Station
Founder / CEO / Chairman

San Diego, CA
December 2013 – March 2016

Station is a Social Broadcasting Platform that enables Content Creators to generate and distribute Photos, Videos, Audio, & Live Streams through the Station Apps and Private Label Apps. Content Creators of both apps can interact with followers, control the content they share and see, all while making a living doing the things they love.

In 2015, Station was awarded scholarships and recognized as a START company at Collision, Rise, and Web Summit. Station was also designated as a San Diego COOL Company and awarded the Best Social Video Solution at Impact15.

DEREK "JAKE" JACOBY

Provide365 Founder

San Diego, CA
February 2012 – December 2013

We're a team of professionals, entrepreneurs, and business owners that have come together to create a better financial future for ourselves. Our backgrounds are diverse, but our goal is the same: take control of our future by creating income now that also funds reliable long-term residual income for years to come.

If you are self-motivated, hardworking, compassionate and driven to achieve a better quality of life we want to partner with you. We work from the comfort of our homes, our hours are flexible, and our business model is proven and effective, even in tough economic times.

Brands Include: Provide365.com, MomsProvide.com, DadsProvide.com, ProvideBeyond.com

PaidSocial Founder / CEO / Chairman

San Diego, CA
July 2011 – December 2013

PaidSocial is an invitation only, Social Network for people interested in creating residual income for themselves and others. Members can build relationships, exchange ideas and most importantly Make Money. If you can make friends, you can Make Money with PaidSocial!

ItsCalledDating.com Founder / Investor

San Diego, CA
January 2010 – December 2013

100% FREE Worldwide Online Dating Community

451 Degrees Board Member / Investor

San Diego, CA
July 2007 – Present

451 Degrees organized in 2006 as a social media and marketing services agency focused on developing strategies, solutions and video content centered around the Internet as it related to media company agendas. Our access to nightlife & entertainment combined with our experience in content production provided a valuable proving ground to uncover what consumer engagement in the social media experiment was truly all about.

NJSC Equity Principal Partner

San Diego, CA
January 2007 – Present

NJSC Equity is a private equity firm focused on software and services companies. We invest in companies with strong intellectual property that automate and optimize business and information technology processes. Our vision when we were founded was to put together a group of highly skilled professionals who would partner with entrepreneurs in the software and services sectors of the technology industry to build exceptional companies.

Singlefin Managed Protection Services Founder / CEO / Investor

San Diego, CA
April 2001 - April 2007

Founder and CEO of Singlefin, a software-as-a-service security company specializing in email filtering, web filtering, instant message filtering and email archiving.

- Conceptualized and created all products and services.
- Personally involved in development and build-out of 4 global data centers.
- Raised \$3.5M in Angel investment along with personal investment of \$1.5M.
- Protected over 35M email boxes including all of NetZero and Juno email accounts.
- Managed 25 employees including sales team of 5.
- **Successfully negotiated and sold company to public company St. Bernard Software for 10x revenue.**
- **Key customers: United Online, NetZero, Juno.**

DEREK "JAKE" JACOBY

eBuilt
General Manager / Vice President of Sales

San Diego, CA
September 2000 - March 2001

eBuilt is a high-profile developer of industrial strength "e-business solutions" that provide custom application development and integration services to build reliable, robust and scalable web infrastructures for business critical applications.

- Directly responsible for opening and built out of San Diego office.
- Directly responsible for recruiting and building a top notch J2EE engineering staff.
- Responsible for all departments including: Sales, Software Engineering, Systems Engineering, Creative Services, Quality Assurance, Project Management and Office Administration.
- Directly responsible for profit and loss of San Diego regional office.
- Directly involved in outside sales, proposal generation and all contract negotiations.
- Focused on business development and partnership negotiations and as well as channel relationships.
- Successfully established and grew the San Diego office to 32 employees.
- **Successfully sold over \$3.5M in professional services in less than 7 months.**
- **Key customers: Hitachi Data Systems, IBM.**

Change.com / Business.com
Vice President, Product Development and Operations

San Diego, CA
February 2000 – September 2000

Served as a member of the Change.com's executive leadership team. Change.com (now know as Business.com) is an eCompanies venture that in six months developed and launched a product-search engine, product and supplier database, and supplier-rating service that allow business buyers to quickly locate and evaluate products and suppliers.

- Responsible for \$10M budget and 95 employees.
- Developed product plan for Product Based Directory as well as five-tiered Ratings Engine. Ratings Engine included ratings based on the following metrics: Peer, Transaction, Financial, Certification, and Site Relevancy.
- Directly responsible for overseeing contract team that created our five-tiered Ratings Engine.
- Directly responsible for both the user interface and the front-end web development teams.
- Direct involvement in all product development efforts associated with the creation of every version of the company's user interface. Product development process included internal and external focus groups, site usage analysis, competitive benchmarking, and management of cross-functional project team.
- Close interaction and management of Network and Operation team including 2 Data Center build-outs.
- Responsible for Research Team assigned to identify and profile Net Markets as well as large online suppliers in 33 industries.
- Directly involved in the implementation of the Universal Standard Products and Services Classification (UNSPSC) in our directory.
- Interacted and helped conceptualize the integration of the five-tiered Ratings Engine.
- **Successfully transitioned and integrated Change.com into Business.com.**
- **Key customers: Oracle, Ariba, Medibuy.com, Ask.com.**

Digital Trends
Founder / CEO

San Diego, CA
January 1999 - February 2000

Founder and CEO of Digital Trends, a professional, forward-thinking company concentrating exclusively on internet services such as electronic commerce, business-to-business solutions, intranet solutions, web site hosting, database functionality, graphic design, web site construction, implementation and marketing.

- Provided the successful application of technology to extend and maximize the client's sales and marketing efforts.
- Transformed the client's ideas into a successful plan to design, coordinate and execute effective site solutions that produced measurable results.
- Personally drove company revenue in excess of \$2.2 million in a one-year period with no investors.
- Guest speaker and noted expert in the Internet Guerilla Marketing arena.
- **Successfully sold business to private Incubator company for 20x revenue.**

DEREK "JAKE" JACOBY

- **Key customers: eBay, Monster.com, Electronic Arts, Cisco, Exxon, Bell Atlantic, Xerox, Tosco (Unocal 76), Del Monte, Nextlink, Nevada Commission on Tourism, Rhodia, Avista (Washington Water and Power), MacDonald-Miller, and Abbot Pharmacy.**

WebHomes Internet Services
Founder / CEO
Chairman / Investor

San Diego, CA
April 1994 – January 1999
January 1999 – Present

Founder and CEO of WebHomes Internet Services, a state-of-the-art web design and hosting company.

- Personally created and built all aspects of the company including:
 - Initial Funding.
 - Product definition and roadmap.
 - Aggressive guerilla marketing plan and implementation.
 - Technology assessment and implementation.
 - Competitive analysis and positioning in the marketplace.
 - Recruiting and retention of expert technical staff.
- Personally responsible for all sales, partnerships and driving revenue to more than \$1M per year.
- Served as Chairman of the Board and trusted advisor.
- **Successfully sold the hosting business to Intertune, LLC. in October 2001 for 5x revenue.**

The 4-SALE Hotline
Franchise Owner

San Diego, CA
May 1993 – December 1994

Bought and built 4-SALE Hotline Franchise, a sophisticated voice-on-demand telephone system offering a searchable database of property descriptions and audio walkthroughs for the Real Estate Marketplace. Single-handedly created, developed and implemented a nationwide Internet strategy and implementation plan for the parent 4-SALE Hotline Franchiser. Pioneered the use of the Internet to leverage marketing efforts in the Real Estate Industry including:

- The creation of one of the first four Internet web sites with a searchable databases of homes Real Estate Company web sites.
- Individual Realtor web sites.
- Online property listings and virtual home tours.
- Fourth largest database of homes for sale nationwide.
- Expanded Franchise territory from San Diego County to include the all major markets in California, Nevada, and Arizona.
- Personally drove Realtor Membership accounts in excess of 3,000 members.
- Revenue in excess of \$1.2M per year.
- **Successfully sold the company in December of 1994.**
- **Key Customers: National Real Estate Agencies (Prudential, Re/Max, Century 21, Coldwell Banker, ERA) as well as hundreds of Regional Agencies**

DEREK "JAKE" JACOBY

EDUCATION

University of San Diego
Bachelor of Business Administration

- Minor in Finance
- Minor in Marketing

San Diego, CA
Graduated May 1993

Sales Training

- SPIN Selling

San Diego, CA

REFERENCES

Business	Steve Zadravec	Irvine, CA	949.553.7508	szadravec@jonesday.com
Business	Vance Luedtke	Laguna Beach, CA	949.280.0259	vance@americanfunding.biz
Business	Pat Giblin	San Francisco, CA	415.533.5390	pgiblin@451degrees.com

Dagobah Systems Inc.

which will do business in CA as Dagobah Communication Systems, Inc.

Attachment D

Certificate of Good Standing

State of California
Secretary of State
Certificate of Qualification

I, SHIRLEY N. WEBER, Ph.D., Secretary of State of the State of California, hereby certify:

Entity Name: DAGOBAH SYSTEMS INC WHICH WILL DO BUSINESS IN
CALIFORNIA AS DAGOBAH COMMUNICATION SYSTEMS, INC

File Number: 4750697

Registration Date: 06/03/2021

Entity Type: FOREIGN CORPORATION

Jurisdiction: DELAWARE

The above referenced entity complied with the requirements of California law in effect on the Registration Date for the purpose of qualifying to transact intrastate business in the State of California, and that as of the Registration Date, said entity became and now is qualified and authorized to transact intrastate business in the State of California, subject however, to any licensing requirements otherwise imposed by the laws of this State and that the entity shall transact all intrastate business within California under the Entity Name as set forth above.



IN WITNESS WHEREOF, I execute this certificate and affix the Great Seal of the State of California this day of June 10, 2021.

A handwritten signature in black ink, appearing to read "Shirley N. Weber", followed by a horizontal line.

SHIRLEY N. WEBER, Ph.D.
Secretary of State

Dagobah Systems Inc.

which will do business in CA as Dagobah Communication Systems, Inc.

Attachment E

Financial Information

Filed Under Seal

Dagobah Systems Inc.

which will do business in CA as Dagobah Communication Systems, Inc.

Attachment F

Affiliated Entities

Dagobah Systems Inc. does not have any affiliated entities.